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A Message From the Chairman

BILL NOONAN



A

s I step into the role of chairman of the Las Vegas Metro Chamber, I am inspired by a quote from Henry Ford, "Coming together is a beginning; keeping together is progress; working together is success."

These words capture what the Chamber is all about. The Chamber has always been the place where local businesses, large and small, come together to envision our collective future. As we enter 2017, the Chamber's advocacy efforts are more important than ever. The Chamber will be, as it always is, engaged with a full-time presence at local government, in Carson City and Washington, D.C., representing your interests every single day and delivering the message that when business thrives, Southern Nevada thrives.

Through the Chamber, we must be vigilant in opposition to legislation that undermines job creation in our community, and vigilant against policies that put more pressure on small business owners and make it harder for them to survive.

Business isn't separate from the community; it is the very foundation of our community. Healthy businesses provide good-paying jobs that empower families. Healthy businesses make investments that drive job growth. Healthy businesses generate tax revenues that fund this community's infrastructure, education, public safety, and other services, all which contribute to the quality of life of every Southern Nevada resident.

While the Chamber is willing to work with lawmakers on a host of issues, let me be clear: we cannot have another tax hike solely on the shoulders of the business community. While there may be gaps in the budget, we have to remember that businesses just absorbed one of the largest tax hikes ever during the 2015 legislative session.

With the new Commerce Tax, increase in Modified Business Tax, Live Entertainment Tax, as well as the Business License Fee, businesses have stepped up. Now we need lawmakers to step up as well and look for other ways to fund our state's growing needs.

Staying engaged at the federal level is every bit as important. With the retirement of Senator Reid, a new President Trump and a new Congress, the Metro Chamber must engage even more at the federal level, working

with our Congressional delegation to make sure our state's interests are being heard, and that lawmakers understand the significant role our state plays in growing the regional and national economy.

And that's why the Chamber will be elevating our Washington, D.C. trip in 2017. Our annual Vegas Night on Capitol Hill will showcase our iconic city, its food, culture, accomplishments and economic priorities to Senators, Representatives and legislative staffers from across the country. Additionally, we will introduce Nevada Night in Washington, to create a broader understanding with leaders in Washington about Nevada as a key region in growing the national economy.

We are living through transformative times. So I want to begin my year as chairman by issuing a challenge to each of our members: Get involved with the Chamber, take part in the new monthly Carson City Call, and engage yourself and your company. Beyond what the Chamber can do for you and your business, together, we can do so much good for our community. Let's heed Henry Ford's advice: let us come together, keep together, and work together in order to build and sustain a bright future.

Quarterbacking a Data Breach

Is your data safe? How about your customers?



Tuesday, January 17, 2017 10 a.m. to 2 p.m.

Vegas PBS Educational Technology Campus: 3050 E Flamingo Rd, Las Vegas, NV 8912

- Cost \$100 per attendee (Lunch provided)
- Register online at VegasPBS.learn.com
- For more information email GOALonline@VegasPBS.org or call 702.799.0031







VOLUME 38 NUMBER 1

Las Vegas Metro Chamber of Commerce

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Pomai Weall

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The Business Voice is a member newsletter of the Las Vegas Metro Chamber of Commerce. The Las Vegas Metro Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of the *Business Voice* can be addressed to Vice President of Marketing, Las Vegas Metro Chamber of Commerce, 575 Symphony Park Avenue, Suite 100, Las Vegas, NV 89106.

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Chamber News

Metro Chamber Debuts NEW Carson City Call for Members to Access Information About 2017 Legislature

Your business is your livelihood, so be sure to stay ahead of legislation and policies that could potentially impact it. The 2017 legislative session begins Monday, February 6, and the Metro Chamber is dedicated to giving its small business members the information they need about changes happening on a state and local level. The Carson City Call is a new webinar series designed to keep members updated about how the Chamber's government affairs team is working on their behalf during the 2017 Legislature. Stay tuned for more information on the first call, and be sure to join in this free new benefit for all members.

CHAMBER UNIVERSITY

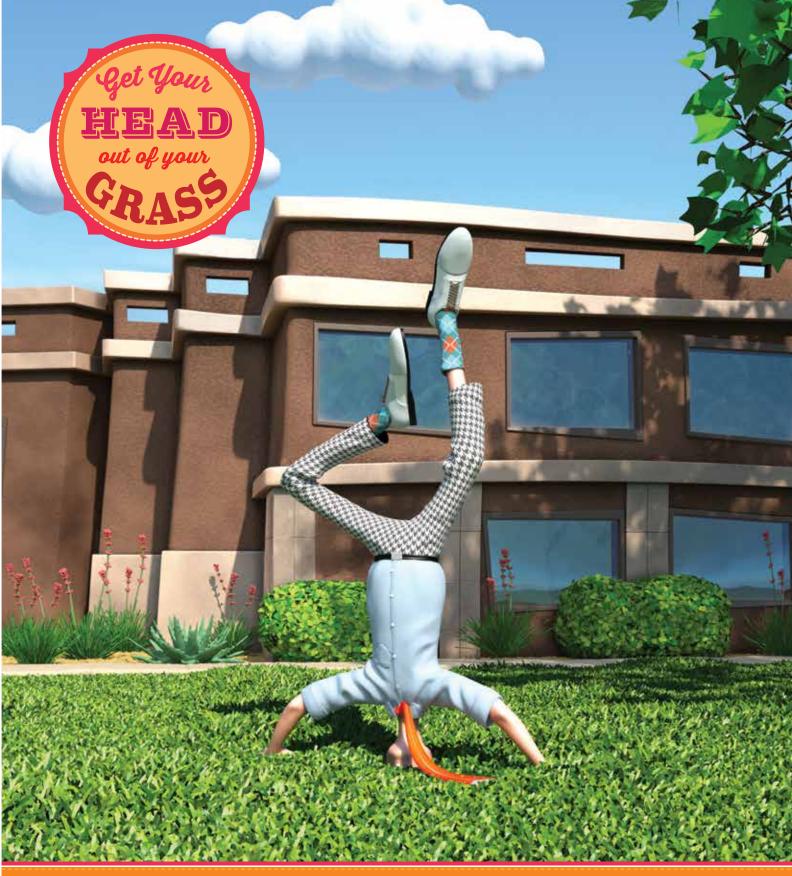
Class is Back in Session!

Chamber University, the Metro Chamber's webinar series aimed at highlighting the resources and information business owners need to know, will kick off its spring semester on January 13. Throughout the month of January, tune in to Chamber University to hear from Chamber member businesses about the information you, as a member of the business community, need to know to grow and thrive. January's topics will focus on How Your Business Can Win in 2017, the Benefits of Marketing Automation, and other topics for your business. For more information about Chamber University, visit LVChamber.com or call 702.641.5822.



Contracting Opportunities for Small Businesses Take Center Stage at January 12 NASA Forum

On January 12, to coincide with the NASA HBCU/ MSI Technology Infusion Road Tour for businesses to learn about NASA's Mentor-Protege Program and the Space Technology Mission Directorate Business Innovative Research/Small Business Technical Transfer opportunities, as well as grant and cooperative agreement opportunities, the Metro Chamber is pleased to partner with NASA, Arcata Associates Inc., and other agencies to present a forum for local small businesses to harness contracting opportunities with the federal government and its prime subcontractors. NASA's Office of Small Business' outreach forum will take place at CSN's Cheyenne Campus from 1:00 - 5:00 p.m. This will allow CSN to highlight their School of Advanced and Applied Technology Program (tours of the labs will be offered before/after the program). The forum will include information and how-to's on doing business with the federal government (featuring panelists from the National Institutes of Health, U.S. Air Force, U.S. Army, and the U.S. Department of Energy) and prime contractors (including panelists from Boeing, Lockheed Martin, Raytheon, Teledyne Brown, and Trax International). Following the panel discussions, local businesses can meet one-on-one with these agency representatives through deskside visits. This is an incredible opportunity for local small businesses to do business with the federal government and its prime subcontractors. For more information or to register, visit LVChamber.com.



Replacing grass with water smart landscaping is good for your bottom line and helps the community conserve water. There's even a \$2 per sq. ft. rebate to help pay for the upgrade. But the real ROI will show up as saving on your water bill. Learn more at snwa.com, or call 702.862.3736.



News You Need

2017 Standard Mileage Rates for Business, Medical, and Moving Announced

The 2017 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical, or moving purposes have been announced by the Internal Revenue Service. Beginning January 1, 2017, the standard mileage rates for the use of a car are:

- 53.5 cents per mile for business miles driven, down from 54 cents for 2016
- 17 cents per mile driven for medical or moving purposes, down from 19 cents for 2016
- 14 cents per mile driven in service of charitable organizations

The business mileage rate decreased half a cent per mile and the medical and moving expense rates each dropped two cents per mile from 2016. The charitable rate is set by statute and remains unchanged. The standard mileage rate for business is based on an annual study of the fixed and variable costs of operating an automobile. The rate for medical and moving purposes is based on the variable costs. Taxpayers always have the option of calculating the actual costs of using their vehicle rather than using the standard mileage rates. For more information, visit irs.gov.

Submit Your Small Business Award Nomination to the SBA!

Are you a small business owner with an amazing success story to tell? Be sure to submit your nomination for the 2017 National Small Business Week Awards. Businesses can be nominated for a variety of awards, including Small Business Person of the Year, Women's Business of the Year, and the Small Business Development Center Award. Nominations must be mailed or hand-delivered to the nearest U.S. Small Business Administration Office no later than 3:00 p.m. ET on Tuesday, January 10. The U.S. Small Business Administration's National Small Business Week will be held April 30 – May 6. For more information about the awards and National Small Business Week, visit sba.gov/nsbw.

IRS Reminds Taxpayers: Tax Filing Season Begins January 23

The Internal Revenue Service will begin accepting electronic tax returns on Monday, January 23, and reminds taxpayers claiming certain tax credits to expect a longer wait for refunds. In addition, the filing deadline to submit 2016 returns is Tuesday, April 18, as the traditional April 15 due date falls on a Saturday, and April 17 is Emancipation Day, a legal holiday in Washington, D.C.

State of Your City: Be Sure To Attend This Month

This month, Southern Nevada's municipalities will host their annual State of the City addresses. Be sure to attend to hear a recap of what was accomplished in 2016, as well as 2017 goals and initiatives, that could impact your business.



City of Las Vegas

Thursday, January 12, 5:30 p.m., Las Vegas City Hall - Council Chambers. Complimentary to attend. More information available at lasvegasnevada.gov.



The City of Henderson

Thursday, January 19, Noon - 1:30 p.m., Green Valley Ranch Grand Events Center. \$45 per person. More information and registration available at cityofhenderson.com.



City of North Las Vegas

Thursday, January 26, 11:30 a.m. – 1:00 p.m., Aliante Casino and Hotel. \$45 per person for the luncheon, or \$450 for a table of ten. More information and registration available at cityofnorthlasvegas.com.

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Your scene | You're seen



On December 8, more than 600 attendees heard the Metro Chamber's accomplishments and how it served the business community throughout 2016. 2017 Chairman of the Board Bill Noonan outlined 2017 for the Metro Chamber, in terms of the upcoming 2017 Legislature, new initiatives, and programs to help businesses grow, thrive, and create jobs.





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GOVERNMENT AFFAIRS AND PUBLIC POLICY



2017 LEGISLATIVE BILL DRAFTS

The Legislative Counsel Bureau (LCB) continues to release Bill Draft Requests (BDRs) for public review in anticipation of the 2017 legislative session. By the end of 2016, about 800 BDRs had been posted. This list will typically be updated on a weekly basis by the LCB now through the beginning of the legislative session on Monday, February 6. The list provides the name of the bill sponsor and a short description of the proposed legislation. Typically, bill language associated with BDRs are not available until the start of the legislative session, unless the bill language has been prefiled.

The Metro Chamber's Government Affairs team is actively tracking these BDRs on behalf of its members in preparation for the upcoming legislative session. Submitted BDRs thus far include making changes to education, governance reform, business licensing fees, economic development initiatives, labor laws, and tax policy. If you have questions about specific BDRs, please contact the Government Affairs department at 702.641.5822.

To see a comprehensive list of the BDRs that have been submitted for the 2017 legislative session please visit the Nevada legislative website at leg.state.nv.us.

NEW YEAR, NEW POLICY COMMITTEES

The Metro Chamber's policy committees give members an opportunity to participate in a dialogue with some of our community's most influential stakeholders about its most pressing issues. Participants will hear from industry and community leaders, subject matter and policy experts, and others on the issues about which they are passionate. The Metro Chamber policy committees are designed to serve as forums for Metro Chamber members and their employees to learn about issues, share their perspectives, ask questions, and build relationships with others in the business community who want to improve Southern Nevada and make sure it remains a great place to do business.

Please stay tuned for the upcoming 2017 policy committee schedule. The Chamber will be introducing a number of new policy committees throughout 2017.

For more information on the policy committees, contact Joi Holliday at 702.586.3812 or jholliday@lvchamber.com.

B/PAC

LAS VEGAS METRO CHAMBER OF COMMERCE

SPECIAL THANKS TO OUR 2016 CONTRIBUTORS!

*List as of 12/7/2016

24 Seven Productions 24/7 Xpress

7-Eleven Store #13690

A I S Gallagher

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Alarmco, Inc.

All My Sons Moving & Storage

Allegiant Travel Company

Amazing Lash Studio

America First Credit Union

American Family Insurance

American Mobile Lube

American Pool Supply, Inc.

Amerigroup Community Care

Amica Mutual Insurance

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Anexeon

Artemis Executive Club

Aspiresite, LLC

B & D Fingerprinting

Bahama Breeze Island Grille

Bank of Nevada

The Barend Agency, Inc.

Barry Herr, CPA

The Beckley Group

Berger Transfer & Storage

Big Frog Custom T-Shirts of S. Las Vegas

Blackjack Collective

Blake & Associates

Blue Heron Design

Bonnie Springs Ranch Resort

The Boulevard Mall

The Bourassa Law Group, LLC

Boyd Gaming Corporation

Boyd Martin Construction

BPS Management Services, LLC

BRC Coach & Transit

Brownstein Hyatt Farber Schreck, LLP

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Caesars Entertainment Corporation

Cafe Rio Mexican Grill

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Cannon Safe Inc

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Carmine's NYC

Cashman Equipment

Cassady Law Offices PC

Caster City, Inc.

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Center for Occupational Health & Wellness

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CenturyLink

Chandelier Banquet Hall

Clark County Medical Society

CLB Global Services Inc. Cohen Medical Centers

Commercial Consulting Services, Inc.

Complete Association Management Co.

Connect Central Corporation Consumers Pipe & Supply

Cox Communications

Cracker Barrel Old Country Store # 742

Cragin & Pike Insurance

Creel Printing, Co.

Cristalino, Inc. Critical Nurse Staffing Inc

Custom TeleConnect, Inc.

D.K. Wallin, Ltd.

Dan's Driveline Repair

Dave & Buster's

Davis Funeral Home & Memorial Park

DC Building Group, LLC

Deaf and Hard of Hearing Advocacy

Resource Center

Dell Military (Mosaic) Desert Moon Productions, LLC

Desert Parkway Behavioral Hospital

Dratter Electric Motors

DS Waters Sparkletts Sierra Springs DTA Security Services, LLC

EAC Funding, Inc.

East Capital Holding Co. LLC

Eight Horses

Fl Dorado Cantina

Elite Tactical Security Solutions

Elwood Staffing

FPC Inc.

ERA Brokers Consolidated - Fafie

Moore

Essential Oils Me

Eureka Casino Resort

Everi

EZJR Inc.

Fair, Anderson & Langerman

Family & Cosmetic Dentistry,

Dr. Rex Liu DDS Farmer Boys

Farmers Insurance Group -

Robert Compan

Fennemore Craig Finance of America Mortgage

Findlay Automotive Group First Class Vending, Inc.

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Frontier Gastroenterology Center Furniture Market

FYZICAL Therapy & Balance Centers

GES, Global Experience Specialists

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Glutton Restaurant Golden Gate Hotel & Casino

Gortronix Inc

Grand Canyon Tour Co. Inc.

Gregory D. Knapp, Ltd. Hand in Hand Preschool & Early

Development Center

Henderson Electric Motors, Inc. Henderson International School

HighTower Las Vegas

Hillpointe Event Center Hirschi Masonry, LLC.

Hofbrauhaus Las Vegas Hogs and Heifers Saloons of Las Vegas

Homefinders Realty

The Howard Hughes Corporation

Ideal Supply Co., Inc.

Image 2000

In-House Production

International Marine Products, Inc.

Internet Marketing, Inc. The JABarrett Company

JBA Consulting Engineers

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Ken Gallacher - American National

Insurance Co.

Kern River Gas Transmission

Kev Realty-Keva Grable

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Kumon Math & Reading Center La Quinta Inn & Suites Red Rock/

Summerlin La Salsa Cantina Mexican Fare

Las Vegas 51s Las Vegas Events, Inc.

Las Vegas Harley-Davidson

Las Vegas Motor Speedway, Inc.

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Las Vegas Turnkey Rentals

The Law Office of Sean D. Lyttle, PC

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LGA LM Construction Co., LLC

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Majestic Realty The Management Trust

Manufactured Home Community

Martin Harris Construction Max's Restaurant

MBC Catering MedicWest Ambulance

Metro Trailer Leasing, Inc.

Metroplex Development Group, LLC

MGM Resorts International Michael D. Carothers Insurance

Agency, Inc.

The Mob Museum The Molasky Group of Companies

The Morse Group

Mr. Michael B. Lee, PC My Sis Sweet Cakes

NAI Vegas

National Healthcare Access, Inc.

NetEffect Nevada Cooler Pad

Nevada Donor Network

Nevada Tax and Business Services Inc. Nevada Virtual Academy

Newmark Grubb Knight Frank NFP P&C. Inc.

NV Fneray

ODS Chauffeured Transportation O'Reilly Law Group LLC

Osaka Limited

Peridot Sweets

P D Q Service Nevada Patrick Casale & Associates Philanthropy & Social Security Education

Piercy, Bowler, Taylor & Kern

Pioneer Loan & Jewelry, Inc.

The Porter Group

Premier Mortgage Lending

Premier Trust ProCare Rx - Western Operations

Professional Document Products

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Quality Long Term Care of Nevada, Inc.

R & R Partners RE/MAX Excellence-Tracev Donley

Realty One Group - Southwest

Reborn Cabinets

Republic Services

Revolution General Contractors Ricardo's Mexican Restaurant, Catering

& Gaming Cantina

Rich Little Productions, Inc. Richard W. Featherstone, DDS, LLP

Roseman University of Health Sciences Rowe Law Group

RST, Inc. Safe-Screen NV Lic 901A

Scandals Salon & Spa-

Shelby American Inc.

Showtime Tours/Mark Travel Corporation Sign Xpress

Snap Towing

SouthWest Electritech Services, LLC

Southwest Gas Corporation Spanish Trail Country Club, Inc.

SpringHill Suites by Marriott Las Vegas

Convention Center SRO Productions LLC

Station Casinos, LLC

Steiner's A Nevada Style Pub

Sunrise Health System Taylor International Corporation

Team Ford Lincoln Ted Wiens Tire & Auto Centers

Telemundo TV 39

Tivoli Village

Tradewinds Mechanical Transgroup Worldwide

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Valley Electric Association Inc. The Valley Health System

Varaluz, LLC Vegas Never Sleeps - with Steven Maggi

Vegas Propane, Inc. Verve Car Rental, Verve Motor Car

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The Walters Group Wellish Vision Institute

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Whiting-Turner Contracting Company William Hill Race & Sports Book Word & Brown General Agency

Wynn Resorts

YSR Inc.

Your Complete Guide to

D'EVIEW LAS VEGAS ADVANTAGE: HOME!

Preview Las Vegas is January 24, and is your one-stop location for cutting edge business insights, key economic data, and need-to-know information to power your success as a business professional for 2017. This year, the Metro Chamber is focusing on our own homefield advantage as we go into 2017: a legislative year for Nevada, a year that will see Las Vegas' first professional sports team take the ice and see its first round of students for UNLV School of Medicine begin classes, and a year for continuing on an upward trajectory for a dynamic and diversified business community.

Mark your calendars, get your tickets in advance to take in the entire experience, and be sure you're there, in the room where it happens. Here's how to take advantage of the entire Preview Las Vegas conference and trade show:

TAKE IN THE EXHIBIT FLOOR.

Preview Las Vegas exhibitors have new products, topof-the-line services, and friendly staff for you to meet. There will be interactive displays, demonstrations, and ways for you to interface with these local businesses. These are Metro Chamber members representing dozens of industries, from printing promotional items to providing security systems, and can benefit your business in a variety of ways. The trade show takes over the entire Thomas & Mack concourse, so be sure to grab a bag on your way in and make a few laps of the floor. See page 15 for a listing of exhibitors that will be there.

Interested in exhibiting? Limited space is still available to Chamber members in good standing. Visit PreviewLasVegas.com or call 702.641.5822 for more information.

CATCH THE SPEAKERS.

This year, Preview Las Vegas has more speakers than any other year, giving you more access to information, data, and the key insights you need for 2017. This is your first opportunity to this need-to-know business and economic information. See page 16 for this year's dynamic speakers, who will delve into economic data, updates and a preview of what's next for Southern Nevada's travel and tourism industry, national and regional priorities impacting business, innovative businesses right here in Nevada that are redefining the marketplace, and how professional sports will impact our region and how the local business community can engage with them.

Check out these Exhibitors!

- AA Printing Service
- · AdUS Inc.
- Affordable Concepts Inc
- Alarmco Inc
- America First Credit Union
- Anthem Blue Cross Blue Shield
- Back Office Remedies
- Bank of Nevada
- Cafe Rio
- Century Gaming Technologies
- Clark County Business License
- College of Southern Nevada
- Comprehensive Cancer Centers of Nevada
- Cox Communications
- Eide Bailly LLP
- Elite Media, Inc
- Escape Chambers Las Vegas
- HighTower Las Vegas
- Horizon Print Solutions
- Iron Mountain

- The JGS Group
- KNPR Nevada Public Radio
- Large Vision Business Network Mixer
- LargestMixer.com
- Las Vegas Convention and Visitors Authority
- · Las Vegas Review-Journal
- · Las Vegas Woman Magazine
- Leadership Foundation of Greater Las Vegas
- Living Spaces
- Los Angeles Times Media Group
- Lyon Capital Corporation
- Metro Chamber Military Affairs Committee
- MGM Resorts International
- NV Energy
- Nevada Broadcasters Association
- Nevada Business Magazine
- Nevada Department of Transportation
- Nevada Drug Card

- Nevada Resort Association
- Nevada State Bank
- Nevada State
 Contractors Board
- Nevada State Treasurer's Office
- North American Solutions, Inc.
- Office Depot Business Solutions Division
- Orgill/Singer & Associates, Inc.
- Predictive Leadership Solutions
- Renewal by Andersen
- SA Recycling, LLC
- Secretary of State Barbara Cegavske's Office
- Shelter Insurance
- Silver State Health Insurance Exchange
- Social Security
 Administration
- Southern Nevada Water Authority
- Spread The Word Nevada

- Springs Preserve
- State of Nevada Department of Business & Industry, Director's Office
- Station Casinos
- Storage West
- Sun Buggy Fun Rentals
- The Club at Sunrise
- The Halal Guvs
- The SCORE Association -Chapter 243
- U.S. Department of Labor, Wage and Hour Division
- University of Nevada, Las Vegas (UNLV)
 Lee Business School
- University of Phoenix
- Valley Electric Association
- Vegas Golden Knights
- Vegas PBS
- Vegas Young Professionals
- WGU Nevada
- Wells Fargo
- Ziphub Inc
- AND MORE TO COME!

*As of: 12/23/2016

STAY FOR PREVIEW THE TASTE.

Preview the Taste immediately follows the speaker portion of the program, and gives you an opportunity to sample cuisines from some of Las Vegas' most popular eateries. These local restaurants and caterers are also ideal locations for business lunches, happy hours, dinners, gift cards for clients, catering for special events, and more.

TAKE ADVANTAGE OF THE PROCUREMENT LOUNGE.

Now in its second year at Preview Las Vegas, the Procurement Lounge is staffed by members of public agencies' contracting divisions, there to meet one-on-one with local business professionals to harness contracting opportunities. This is an excellent way to see how your business can have potentially lucrative contracts with local, state, and federal agencies, so be sure to take some time to meet with a few of them in the designated lounge area on the show floor.

MAKE SURE TO GRAB A PROGRAM BOOK.

In addition to the schedule, information on Preview's supporting sponsors, and the speakers, your Preview program book contains the latest economic data from the Center for Business and Economic Research at

UNLV's Lee Business School. This takeaway piece, included in the price of your ticket, contains valuable information and data for the region and the state, giving you information to share with your colleagues and keep for reference.

BE READY TO CONNECT ON MULTIPLE LEVELS.

Bringing plenty of business cards to a trade show and networking event is a given. For the last few years, #previewly has trended locally on Twitter, with thousands of mentions, tags, photos, and Tweets. Be sure you are in the mix before, during, and after the event.

With about 2,000 business professionals and decision-makers attending the event, be sure to introduce yourself as you grab a cup of coffee at one of the continental breakfast stations, or as you experience new businesses on the trade show floor. Start off the new year by making important business connections with other attendees, and be sure to share your story with us using @LVchamber.

Check Out This Year's Speaker Line-Up!



Mike PeQueen, Managing Director, Partner, HighTower Las Vegas

Mike PeQueen, CFA®, CFP™ has more than 30 years of experience in the investment profession and joined HighTower in 2012 as a managing director and partner. Formerly, PeQueen was a senior vice president of investments and senior portfolio manager at Merrill Lynch. He has counseled

hundreds of clients during his career and is passionate about helping people achieve their financial goals. PeQueen holds the Chartered Financial Analyst® (CFA®) and a Certified Financial Planner™ (CFP™) designations. He also earned a Master's degree in banking and financial services from Boston University. PeQueen is a regular contributor to CNBC and has been quoted in *The Wall Street Journal* and *The New York Times*.

PeQueen is also the co-founder and director of Dental Care International, a non-profit organization providing oral health care to countries such as Sri Lanka, Ecuador and Brazil.



John Restrepo, Principal, RCG Economics

John Restrepo is the principal of the Las Vegas-based economic and financial consulting firm RCG Economics. For eight years, Restrepo was the director of financial advisory services in Las Vegas for Coopers & Lybrand LLP (now PricewaterhouseCoopers). Before joining Coopers &

Lybrand in 1990, he managed the Las Vegas office of Mountain West Research, a regional economics firm based in Phoenix, Arizona. He has a B.A. in economics from the University of Louisiana. He also holds a M.A. in Latin American studies/economics from Louisiana State University-Baton Rouge. Restrepo is the former chair of the Nevada Mining Oversight and Accountability Commission, and a member of the board and former president of NAIOP of Southern Nevada. He is also a member of the Southern Nevada Water Authority Integrated Resources Planning Committee and sits on the board of Vegas PBS.



Robert Lang, Ph.D., Executive Director, Brookings Mountain West

Robert Lang is a nonresident senior fellow at Brookings and executive director of Brookings Mountain West. He is a professor of sociology at UNLV, director of the Lincy Institute, and a fellow of the Urban Land Institute. He received a Ph.D. in Urban Sociology from Rutgers

University. His research has been featured in *USA Today*, *New York Times, Washington Post, Wall Street Journal*, and reported on by CNN, MSNBC, and NPR. He is author of *Boomburbs: The Rise of America's Accidental Cities*, and co-author on three edited volumes entitled *Redefining Urban and Suburban America*.



Dr. John Hudak,Deputy Director - Center for Effective Public
Management, Senior Fellow - Governance Studies,
Brookings Institution

John Hudak is deputy director of the Center for Effective Public Management and a senior fellow in governance studies. His research examines questions of presidential power in the

contexts of administration, personnel, and public policy. Additionally, he focuses on campaigns and elections, legislative-executive interaction, and state and federal marijuana policy. Hudak's work has been recognized for its quality and contribution by the Midwest Political Science Association and the American Political Science Association's Presidency Research Group. His work has been supported by institutions including the National Science Foundation. Prior to joining Brookings, Hudak served as the program director and as a graduate fellow at the Center for the Study of Democratic Institutions. He holds a B.A. in political science and economics from the University of Connecticut and an M.A. and Ph.D. in political science from Vanderbilt University.



Rossi Ralenkotter, President/CEO, Las Vegas Convention and Visitors Authority

Rossi Ralenkotter is responsible for marketing Las Vegas and Southern Nevada as the world's most desirable destination for business and leisure travel. As an expert on the intricacies of Las Vegas' most famous industry, he also oversaw the "What

happens here, stays here" campaign, largely touted as the most successful tourism campaign in history. A graduate of Arizona State University with a Masters from UNLV, Ralenkotter has been with the LVCVA more than forty years.



Steve Hill,
Director, Nevada Governor's
Office of Economic
Development

Steve Hill is the director of the Nevada Governor's Office of Economic Development (GOED), having been appointed to the position by Governor Sandoval in October of 2011. Under Hill's leadership, GOED structured "Moving Nevada Forward," the plan

for diversifying Nevada's economy. In the past several years, GOED has played an integral part in bringing businesses such as Tesla, Faraday Future, Barclaycard, Apple, Hyperloop, and Catamaran to Nevada. Under Hill's direction, GOED has also ushered in new technology-based industries as economic development opportunities, including unmanned aerial and autonomous vehicles. Hill has also been appointed by Governor Sandoval to lead the Clark County Stadium Authority as its Chairman. He was the founder of Silver State Materials, a concrete, sand, and gravel supplier in the Las Vegas area since 1987. Silver State was purchased by CalPortland in 2008. Hill received a degree in mechanical engineering from Rose-Hulman Institute of Technology.



Nehme Abouzeid, Senior Vice President/Chief Marketing Officer, Vegas Golden Knights

Nehme E. Abouzeid is the senior vice president and chief marketing officer for the Vegas Golden Knights. Previously, he served as executive director of brand marketing for Wynn Las Vegas, overseeing brand marketing, advertising, content

marketing, entertainment marketing, sponsorships, and partnerships, among other duties. During tenures with two of the industry's leading *Fortune* 500 companies, he played integral roles in launching some of the world's largest casino resorts and orchestrating innovative cross-industry partnerships. Prior to his time with Wynn, Abouzeid spent nine years with Las Vegas Sands Corporation. He holds a bachelor's degree in journalism from George Washington University and an MBA from Babson College. He is also a certified Project Management Professional (PMP).



Kerry Bubolz, President, Vegas Golden Knights

Kerry Bubolz joined the Vegas Golden Knights as the franchise's president on November 1, 2016. In this role, Bubolz will oversee all of the business ventures for Las Vegas' first major league professional sports franchise. Bubolz joined the Golden Knights after spending 13 years

with the National Basketball Association's Cleveland Cavaliers and Quicken Loans Arena organization. Since 2013, Bubolz was the franchise's president of business operations, where he was responsible for the oversight of ticket and suite sales, corporate sponsorship revenue, broadcasting, marketing and communications, fan and community engagement, digital and social engagement, and box office operations. Prior to his tenure in Cleveland, Bubolz enjoyed successful runs with multiple teams in various leagues around the country, including the Carolina Hurricanes of the National Hockey League and Southwest Sports Group, which includes the Dallas Stars of the NHL and Texas Rangers of Major League Baseball. He is a graduate of Oklahoma State University.

Investing in Yourself:

Five Ways to Sharpen Your Professional Edge in 2017



"N

ew year, new you" may be the most overused phrase of the holiday season, but there is some truth to it. One of the costliest mistakes –

both financially and in terms of your professional and personal growth - you can make is not investing in yourself by continuing to learn new skills. Let 2017 be the year that you overcome a challenge or obstacle (like not knowing how to edit a graphic on your company's weekly email, or learning the analytics function of your database), or the year that you finally conquer your fear of public speaking. By investing in yourself, you demonstrate to employers, clients, and peers (as well as your competition) that you are nimble, responsive, and ready to take on new challenges. Here are five ways to get you started:

1. Evaluate Your Relevance:

The marketplace, and your competition in it, is constantly evolving to meet the needs of employers and clients. By investing in yourself to stay ahead of new trends, like what's next in social media marketing or an emerging trend in the marketplace, you

position yourself as a forward thinker and a professional whose head is in the game.

2. Think Outside of Your Industry:

While taking a class to further your knowledge of your business or industry is great, think about universal skills that are becoming more bankable, like coding or learning how to design a basic website. Many of these have low-cost, online learning options, as well as individual classes or as part of a larger scope of program coursework. Check out UNLV, CSN, WGU Nevada, and Nevada State College to get started.

3. Ponder "Big Picture" Skills:

Public speaking and presentation skills, no matter your position or industry, will always come in handy somewhere down the line. Joining a Toastmasters group (like Chamber Voices or Vegas Young Professionals') can help you master these essential skills for business success.

4. Find a Mentor or Mentee:

In your business, through a professional association, or through other channels (like LinkedIn), a mentor can make pointed suggestions on classes, certifications, and other skills to develop to sharpen your professional edge. If you already have one, sitting down at the beginning of the year to help you map out development opportunities for the year may be beneficial. On the other side, becoming a mentor helps to keep you ahead of the curve, remind you of your strengths, and show you how to best cultivate them. In addition, serving as a mentor can also give you valuable insight into the emerging workforce, their styles, approaches to challenges, and viewpoints on the workplace.

5. Stay Focused:

It's easy to get stuck in the dayto-day with work, family and volunteer commitments. Committing to learning something specific, mapping out your trajectory, and setting milestones and small goals can help you make 2017 a banner year for your professional and personal growth. Connect with your digitally overloaded customers through direct mail.

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What's Happenir

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN JANUARY.













































TUESDAY, JANUARY 3

CHAMBER VOICES TOASTMASTERS

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members. 11:30 a.m. - 12:45 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

\$63 every six months. Guests always complimentary.

TUESDAY, JANUARY 3 3

CHAMBER CONNECTIONS

Chamber Connections is a dedicated leads group comprised of professionals from a variety of industries. This is a place for professionals to grow their network and their businesses by sharing contacts, referrals and ideas.

5:30 - 7:00 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

Contact chamberconnections@lvchamber.com or call 702.641.5822 for space availability and cost.

THURSDAY, JANUARY 5 5

SOUTHERN NEVADA FORUM

Join the Metro Chamber, Southern Nevada legislators, and other community stakeholders to discuss and review the 2017 legislative priorities that were selected earlier this year. 8:00 - 9:30 a.m.

Las Vegas City Hall - Council Chambers 495 S. Main St.

Complimentary for all attendees.

MONDAY, JANUARY 9

VEGAS YOUNG PROFESSIONALS TOASTMASTERS The VYP Toastmasters group is for all members to aid in the development of speaking, presentation and leadership skills. 6:30 - 8:00 p.m.

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

Complimentary for guests \$63 to join, \$39 every six months.

10 **TUESDAY, JANUARY 10**

NEW MEMBER ORIENTATION

Each participant will have the opportunity to introduce themselves and their business and network in a friendly and upbeat atmosphere, as well as get valuable information on Metro Chamber benefits, events and programs.

7:30 - 8:00 a.m. Registration & Networking

8:00 - 9:15 a.m. Program

Las Vegas Metro Chamber of Commerce 575 Symphony Park Ave., Ste. 100

This event is open exclusively to all new members of the Las Vegas Metro Chamber of Commerce. Limited to two individuals per company.

Sponsors: Office Depot and Wells Fargo

THURSDAY, JANUARY 12 12

NASA REGIONAL SMALL BUSINESS FORUM

Discover what it takes to launch your business as a federal government/NASA supplier, subcontractor, and/or service provider. Representatives from NASA, United States Army, United States Air Force, and their prime contractors will present how to do business with the agencies.

1:00 - 2:00 p.m.: Networking and optional tour

2:00 - 5:00 p.m.: Program

College of Southern Nevada Cheyenne Campus 3200 E Cheyenne, Building A

\$20 for members. \$25 for non-members Sponsor: Arcata Associates Inc.

00 - VYP EVENT

Las Vegas State of the City Address

Thursday, January 12 @ 5:30 p.m. Las Vegas City Hall - Council Chambers

How to Register:

Visit LVChamber.com and click on the Events Calendar.

Call 702.641.5822.

12 | THURSDAY, JANUARY 12

VEGAS YOUNG PROFESSIONALS FUSION MIXER Kick off the new year with a lot of mingling at the first Fusion Mixer of the year at Public House inside The Venetian. This upscale gastropub is a beer lover's heaven and will get you energized to connect to other young professionals from around Las Vegas.

6:00 - 8:00 p.m. Public House

3355 South Las Vegas Blvd.

Online: \$10 for members, \$15 for non-members At the door: \$15 for members, \$20 for non-members

17 TUESDAY, JANUARY 17

CHAMBER VOICES TOASTMASTERS

See January 3

17 TUESDAY, JANUARY 17

CHAMBER CONNECTIONS

See January 3

19 THURSDAY, JANUARY 19

COCKTAILS AND CONVERSATIONS FEATURING LT. GOVERNOR MARK HUTCHISON

Join Lieutenant Governor Mark Hutchison, Metro Chamber members, and other community stakeholders for the next installment of this popular series.

This event is a fundraiser for BizPAC, the Metro

Chamber's bipartisan political action committee.

5:30 - 7:30 p.m.

Valley Electric Association

6180 Brent Thurman Pkwy., Ste. A-230

\$50 for members & non-members Sponsor: CenturyLink

23 | TUESDAY, JANUARY 23

VEGAS YOUNG PROFESSIONALS TOASTMASTERS See January 9

24 TUESDAY, JANUARY 24

PREVIEW LAS VEGAS

Preview Las Vegas is the place you need to be to get the business information you need to know. This annual forecasting and relationship-building event converges dynamic speakers, local economic experts, and industry leaders in a conference and trade show event to give you the tools and information you need to do business in Las Vegas in the coming year. See page 14 for more information on this year's line-up of speakers and who you can see on the exhibit floor.

7:00 a.m. - 1:30 p.m.

Thomas & Mack Center, Cox Pavilion 4505 S. Maryland Pkwy.

\$65 - Members, \$85 - Non-Member

Platinum Sponsors: Cox Communications, Las Vegas Review-Journal, NV Energy, Station Casinos, and Wells Fargo Gold Sponsors: America First Credit Union, Bank of Nevada, HighTower Las Vegas, Horizon Print Solutions, The Howard Hughes Corporation, KNPR Nevada Public Radio, Nevada Broadcasters Association, Nevada Business Magazine, Nevada Drug Card, Nevada Resort Association, Nevada State Bank, UNLV Lee Business School, and Vegas PBS

25 WEDNESDAY, JANUARY 25

VEGAS YOUNG PROFESSIONALS BIGWIG LUNCH TIME FEATURING PATRICK HUGHES

Get insights and information from one of Las Vegas' most influential community figures. January's Bigwig is Patrick Hughes, president & CEO of Fremont Street Experience. Patrick Hughes is a native of Ireland and has had an extensive career in gaming, hospitality, and entertainment over the last two decades. Before joining Fremont Street Experience, Hughes was vice president and general manager of Cannery Casino.

11:30 - Noon Registration & Lunch

Noon - 1:00 p.m. Program

Las Vegas Metro Chamber of Commerce

575 Symphony Park, Suite 100

\$20, exclusive to VYP Members. Ticket price includes lunch.

26 THURSDAY, JANUARY 26

NORTH LAS VEGAS STATE OF THE CITY

Join the City of North Las Vegas and the Metro Chamber for the annual State of the City Luncheon, featuring Mayor John Lee as he outlines the achievements of the City in the last twelve months and provides an insider's look at what they have planned for North Las Vegas' bright future in 2017.

11:30 a.m. - 1:00 p.m. Aliante Hotel & Casino

7700 Alianta Blass

7300 Aliante Pkwy.

\$45 per person, \$450 – table of ten Presented by: City of North Las Vegas & Las Vegas Metro Chamber of Commerce

ore LAS VEGAS



Mike PeQueen. Managing Director, Partner, HighTower Las Vegas



John Restrepo. Principal, **RCG** Economics



Dr. Robert Lang. Executive Director, **Brookings Mountain** West



Dr. John Hudak, Senior Fellow in **Governance Studies** and Deputy Director of the Center for Effective Public Management, **Brookings Institution**



Emcee: Kristin McMillan. President and CEO. Las Vegas Metro Chamber of Commerce

Join 2,000 business professionals, meet 100+ local business exhibitors, connect with local and state government agencies, and hear from community leaders on what the future holds.

Speaker sessions will include need-to-know business information, economic forecasting and changes coming to the Valley - everything you need to know to be ready for 2017.

PLATINUM SPONSORS:













TUESDAY, JANUARY 24, 2017

7:00 a.m. – 1:30 p.m. Thomas & Mack Center – Cox Pavilion

Now Announcing...



Rossi Ralenkotter, President/CEO, Las Vegas Convention and Visitors Authority



Steve Hill,
Director, Nevada
Governor's Office of
Economic Development



Nehme Abouzeid, Senior Vice President and Chief Marketing Officer, Vegas Golden Knights



Kerry Bubolz,President,
Vegas Golden Knights

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Exhibiting at Preview Las Vegas gives you access to nearly 2,000 high-powered business professional empowered to make purchasing decisions on behalf of their companies, and gives your brand a significant boost. Exhibitor opportunities available exclusively to Metro Chamber members.

Tickets: \$65 - Chamber Members | \$85 - Non-Members

Reserve today at LVChamber.com or by calling 702.641.5822

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Nevada Broadcasters Association | Nevada Business Magazine | Nevada Drug Card
Nevada Public Radio | Nevada Resort Association | Nevada State Bank
UNLV - Lee Business School | Vegas PBS

President's Club

(B) Peter Krauss

President and CEO - Plasticard Locktech International

Peter Krauss grew up in New York State and started his career at BMW USA in sales and marketing. After spending time in the U.S. and Germany, he moved on to become executive vice president of a hospitality distribution company, which is where he was first introduced to PLI. With more than 25 years of experience leading companies to unprecedented growth, Mr. Krauss oversees all aspects of PLI's operations. His "customer first" focus and leadership have helped PLI become the market leader in the commercial card manufacturing industry.

(A) Stefan Gastager

President - Hofbrauhaus Las Vegas

Stefan Gastager visited Las Vegas in 2000 and decided to introduce high-quality Bavarian food, premium beer and coziness - "Gematlichkeit" - to the country at a location that would appeal to tourists and locals. Partners Klaus Gastager, Franz Krondorfer, and Anton Sinzger spent three years making Hofbrauhaus a reality. They have created an authentic replica of the Munich Hofbrauhaus that was originally commissioned in 1589 by King William V.





(D) Tyler Corder COO/CFO -Findlay Automotive Group

Tyler Corder is a graduate of Montana State University. In 1994, he joined the Findlay Automotive Group and now serves as both COO and CFO of Findlay Automotive Group. He is past board president for Safe Nest and the Leukemia and Lymphoma Society. He is treasurer of the Findlay Education Foundation, past treasurer of the Southern Nevada Sports Hall of Fame Foundation, and served two years as corporate walk chair for the American Heart Association's Heart Walk Currently, he is board president for the American Red Cross and serves on the Metro Chamber's Board of Trustees.

(C) Lisa Santwer

Director, Marketing & Public Relations -Comprehensive Cancer Centers of Nevada

Lisa Santwer oversees marketing and communications for CCCN, which specializes in oncology, hematology, breast surgery, and research. Santwer helped establish CCCN's nonprofit, ORION Cancer Foundation, and serves on the executive committee of Candlelighters Childhood Cancer Foundation of Nevada. Her community activities include serving as co-chair for 2015 Leadership Las Vegas' Health Day and advisory board for UNLV School of Health Sciences. Santwer is a graduate of Leadership Las Vegas and a 2012 Hall of Fame inductee into the Women's Chamber of Commerce.

Spotlights

(E) Brian W. Cruden

Chief Executive Officer - Brown & Brown Insurance of Nevada

Over a three-decade career, Brian Cruden has dedicated himself to the employee benefits industry while pioneering many of the philosophies used in the large group sector today. He served most notably as vice president of Nevada's largest insurance company and founded Insurcorp, which later merged to become Brown & Brown Insurance of Nevada, Inc. Cruden has served prominently on a variety of boards including Nevada's largest community bank, the Nevada Community Foundation, and was the founder and past president of Las Vegas West Rotary.





(F) Jason Bruckman Regional Vice President | Workforce Technology -Eastridge Workforce Solutions

Jason Bruckman has extensive sales and operations experience across multiple lines of business to include more than 15 years of staffing and recruiting experience. He currently oversees the day-to-day success of the administrative, convention, healthcare, manufacturing & distribution, legal, technology & engineering, and finance & accounting divisions in Las Vegas. He holds a degree in public management from Indiana University and an MBA in entrepreneurship and finance from Keller Graduate. He currently sits on the board of the Las Vegas Global Economic Alliance.



Shelby Keefer has more than 25 years of public accounting experience working with individuals and businesses providing tax and accounting services. She has served the community on many non-profit boards, including treasurer of Legal Aid Center of Southern Nevada. She earned her bachelor's degree in Business Administration – Accounting from the University of Minnesota and has been a resident of Southern Nevada since 1988. She enjoys reading, bow hunting, and the outdoors.



(H) Paul Caudill

President and Chief Executive Officer - NV Energy

Paul Caudill was named president of NV Energy in December 2013. Most recently, Caudill was president of MidAmerican Solar, a division of MidAmerican Renewables LLC. Prior to joining MidAmerican in 2012, Caudill was CEO and president of Phoenix Solar U.S. He also served as vice president, global systems operations for SunPower Corporation. Caudill began his career in the energy industry with Bechtel Power Corporation in 1976. He has extensive experience in commissioning, start-up and outage management at generating facilities throughout the United States.

North Las Vegas

Success follows leaders working together!

By North Las Vegas Mayor John Lee



s Mayor of North Las Vegas, I have worked tirelessly over the past three years to transform our regional economy and turn our community into an emerging high-tech innovation hub. We worked together with the state, Las Vegas Metro Chamber,

LVGEA and other stakeholders to create a welcoming atmosphere attractive to businesses looking to locate where they can partner with government to do business.

When I took office, I inherited a city with a serious revenue problem. Instead of raising taxes on businesses, we decided to grow our tax rolls by attracting new businesses to build on our large tracks of open land. The most promising area for future businesses development, Apex Industrial Park, had one major problem – it lacked the basic infrastructure needed for businesses to operate. Economic experts at UNLV's Brookings Mountain West told us developing the 18,000-acre park could create over 116,000 jobs and have an economic impact of more than \$193 billion in our region.

We set out a simple plan - create an environment welcoming to businesses, develop innovative financial tools to encourage private sector investment in infrastructure, and go out and find businesses!

North Las Vegas has had a remarkable turnaround, and we are succeeding because we went out there and made it happen! By eliminating red tape, making customer service paramount, and applying innovative, out-of-the-box thinking to solve problems, we reshaped our city and created a business friendly environment that is now paying dividends with job creation, economic diversification, and opportunity for our citizens.

Our team's results in attracting business speak for themselves: half a dozen *Fortune* 500 companies

including Bed, Bath and Beyond, Amazon, and Fanatics are relocating and expanding in our city; Hyperloop One located to North Las Vegas and in less than a year is already rapidly expanding; The Honest Co. is building a new distribution center; 10 million square-feet of commercial development is under construction; and almost \$200 million of industrial construction work has been permitted this year alone.

During the 2015 legislative session, we worked closely with Commissioner Marilyn Kirkpatrick to pass a bill to create a financial mechanism that encourages private sector financing in public utilities. Even with all our economic development success, we still needed that one big business that could be the catalyst for investing and building the infrastructure needed to open the regional opportunity and promise of Apex.

We hit the street and went out and found electric car manufacturer Faraday Future to locate in Apex and remains on track to bring 13,500 jobs and over \$87 billion in economic impact to our region.

A tremendous amount of cooperation and effort between various stakeholders has gone into welcoming Faraday to Nevada. Faraday is a startup, and like any startup, the company is in a constant cycle of building, fundraising, and growing. Let me tell you, having a new company's motives questioned, defaming their founder and financier, and trashing their efforts doesn't help them achieve their goals. Absurd comments being made by any political opportunist are not helpful, and are contrary to the cooperative efforts successfully transforming our region.

Faraday has invested over \$120 million in our local economy and has already provided work for hundreds of Nevada's working families. Our Governor and Legislature understood Faraday's transformative potential and after



carefully weighing the risks and vetting the opportunity, they put extensive safeguards in place to protect taxpayers by purposefully structuring a framework of tax abatements to be earned as the company hit set investment benchmarks. The infrastructure is backed by landowner equity and there are cash reserves and capitalized interest built in for years of protection. The only one at risk, should the Faraday project fail, is Faraday Future.

Successful economic development requires cooperative partnerships. Businesses need to know that they can come to Nevada, pioneer new products and technologies, and they won't get repeatedly and publicly lambasted. The state's support of Faraday shows that Nevada and the City of North Las Vegas are willing to partner with innovators and entrepreneurs. Rooting for the failure of a private company, investing hundreds of millions of their own dollars, is damaging to all of us. What message does that send to other businesses looking at Nevada as a potential home base to create and innovate?

Anyone can point out problems. Real leaders work together to find solutions. By executing our plan of creating an environment welcoming to businesses, developing innovative financial tools to encourage private sector investment in infrastructure, we have successfully recruited multiple *Fortune* 500 companies, technology startups, warehousing, and distribution centers that are bringing more than 20,000 jobs and more than \$100 billion in economic impact, providing our residents a bright and prosperous future.



Member News

RED - PRESIDENT'S CLUB MEMBER



Announcements

Johnson Advisors named Mike Paglia as its newest staff accountant. Mike is a native Las Vegan who graduated from University of Nevada, Las Vegas with an MS in accounting.

MountainView Hospital named Jeremy Bradshaw chief executive officer of the hospital. Bradshaw is a trusted healthcare executive with 13 years' experience in healthcare.



Karl Rutledge of Lewis Roca Rothgerber Christie LLP has been appointed chair of the Gaming Law Committee of the American Bar Association's Business Law Section.

Brownstein Hyatt Farber Schreck announced that Ellen Whittemore, a venerable presence in Nevada gaming for nearly 30 years, has joined the firm as a shareholder.

John L. Krieger, partner at **Dickinson Wright**, was elected to the board of directors for the American Civil Liberties Union of Nevada. Krieger is an intellectual property litigator.



DC Building Group named Mike Stebbings marketing coordinator. In this position, Stebbings will assist in lead procurement and client development.

The Firm Public Relations & Marketing welcomes back Lauren Sasso, who returns to the agency as a senior PR specialist. Sasso first worked at The Firm from 2013 - 2015, followed by two years managing PR in-house at the Hard Rock Hotel & Casino.

Three Square has promoted Andrea Martinez to programs manager, Kate McLaughlin to logistics manager, and Regis Whaley to business support manager.

Utah Shakespeare Festival artistic directors David Ivers and Brian Vaughn announced a slate of ten highly creative, talented and experienced directors for the Festival's 2017 season.

Upcoming Events

WGU Nevada recently launched its Women in Leadership Scholarship program that will make education more convenient, affordable, and accessible to women. Applications are now being accepted for the Women in Leadership Scholarships, which provides up to \$2,000. The deadline to apply is January 31. For more information, visit nevada.wgu.edu.

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements as a benefit of membership. Email news items to **pr@lvchamber.com** or fax to Public Relations at 702.735.0320.

Congratulations

Three of MountainView Hospital's Graduate Medical Education Internal Medicine residents placed in the local chapter of the American College of Physicians' poster presentation contest.



Four attorneys from Lewis Roca Rothgerber Christie LLP have been recognized for pro bono service in 2016 by the Legal Aid Center of Southern Nevada (LACSN).

Wheeling and Dealing

National labor and employment law firm Fisher Phillips announced the formation of its Pay Equity Practice Group, launched in response to recent legislative and regulatory initiatives and subsequent employer concerns over pay equity issues.

Commercial Executives Real Estate Services represented RSM Investments in the sale of a 9,734-square-foot office building located at 1925 Village Center Circle. The transaction is valued at approximately \$2.2 million.

Logic Commercial Real Estate represented Sky Las Vegas in the sale of 29,210-square-feet of retail space located at 2700 Las Vegas Blvd. The transaction is valued at approximately \$5.15 million.

Community Service

During #GivingTuesday, **Bank of America** executives hand-delivered \$208,000 in grants to 20 local nonprofits. The recipient nonprofits provide basic needs services to combat food insecurity and homelessness in Southern Nevada.

America First Credit Union presented a surprise monetary donation to Operation Warmheart to help service men and women purchase turkeys for their families during Thanksgiving.

Wake up your smart.

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Ribbon Cuttings

PC - President's Club \$ - Chamber Member Discount



ASHER COLLEGE

Asher College, a career immersion school with certificate and degree programs in IT, health services, and office administration, celebrated the opening of its new, larger facility at 6029 W. Charleston Blvd. Call 702.836.9900 or visit asher.edu.



CRACKER BARREL

Cracker Barrel invited local North Las Vegas elected officials, community partners, Metro Chamber representatives and members, friends, and family to help celebrate the opening of its location at 2815 E. Craig Rd. Visit crackerbarrel.com or on Facebook.



LEAH MARTIN LAW

Leah Martin Law, a law firm specializing in business and corporate law, celebrated its five-year anniversary. The law firm, located at 6671 Las Vegas Blvd., Ste. 210 at Town Square, has grown from a solo practice to a boutique firm with four attorneys serving Southern Nevada. Call 702.420.2733 or visit leahmartinly.com.



CATHOLIC CHARITIES

Catholic Charities commemorated the grand opening of its Hands of Hope Community Food Pantry with the completion of the renovations to its food service programs. Catholic Charities is located at 1501 Las Vegas Blvd. North, and has been giving help and hope since 1941. Visit catholiccharities.com.



GLOBAL INDUSTRIAL

Global Industrial, established in 1949, announced its North Las Vegas warehouse location at 3700 Bay Lake Trail. Global Industrial is one of the market leaders in online product marketing in the industrial category. It boasts nationwide distribution centers and sales offices established in 1949. Visit globalindustrial.com.



LAS VEGAS CAR AND TRUCK

Las Vegas Car and Truck, located at 1616 S. Decatur Blvd., announced its new location. It provides drivers with quality used cars, with inspections of every vehicle to ensure miles of happiness for every new owner. Inventory includes more than 20 different brands, from luxury to SUV's. Call 702.600.6200 or visit lvct.com.





MY EDUCATION CONNECTIONS, LLC

My Education Connections, LLC aligns students to the best colleges, major, career paths, and financial aid, assisted by experienced college coaches to guide families through the process. Businesses gain valuable marketing exposure and help their community by sponsoring local students. Call 844.412.6224.

their community by sponsoring local students. Call 844.412.6224.



LAS VEGAS ODDITIES AND ANTIQUITIES

Las Vegas Oddities and Antiquities, located at 1228 S. Main St., specializes in museum quality arts, antiques, and collectibles. It carries meteorites, a Last Supper Wax Museum, and an original space suit flown by the first woman to walk in space. Call 702.477.0430 or visit lasvegasoddities.com.



TIVOLI VILLAGE

Tivoli Village, located at 440 S. Rampart Blvd., celebrated the newly completed expansion of the property and Tivoli Village's continued success as a one-of-a-kind community lifestyle destination in Southern Nevada. Visit Tivolivillagelv.com.



MY SALON SUITE LAS VEGAS

Located at 9850 S. Maryland Pkwy., Ste. 14, My Salon Suite offers fully equipped, upscale suites, which feature spacious styling stations with full-length mirrors and separate shampoo and color stations. Call 702.763.2485 or visit mysalonsuite.com.



THE PHILANTREPRENEUR FOUNDATION

The Philantrepreneur Foundation celebrated the first Nonprofit Awareness Expo. The Philantrepreneur model utilizes strategies to go from discovery to implementation, finding the opportunities that create a bridge aligning business goals with community needs. Call 702.721.9119 or visitphilantrepreneurfoundation.org.



TOTAL WINE

Total Wine, located at 6885 Las Vegas Blvd. South, across from Town Square, announced its grand opening. Total Wine is America's largest, independently owned retailer of wine, beer, and spirits. The is the fifth store in Nevada and 146th overall. Visit totalwine.com.





t the College of Southern Nevada, we are building the premier cybersecurity program in the state of Nevada at a time when

it is needed most.

Nearly two-thirds of small business owners in the United States said they had been victims of a cybercrime, according to a recent survey by Nationwide. But 79 percent of those same business owners acknowledged that they don't have a response plan in place for when such an attack occurs.

Cybercrimes such as viruses, phishing, ransomware and hacking can cost businesses tens of thousands of dollars.

The Governor's Office of Science, Innovation and Technology, known as OSIT, reports that the projected growth rate through 2022 of jobs requiring cybersecurity skills is nearly 30 percent. Starting wages are between \$45,000 and \$55,000 per year, with an average wage of \$84,620.

Locally, much of the training of the next generation of cybersecurity experts will be done at CSN, thanks in large part to a STEM Workforce Challenge Grant awarded to CSN through the Governor's Office of Science, Innovation and Technology.

The STEM Challenge grant, which totaled \$149,882, enables CSN to expand our cybersecurity degree offerings, as well as construct a state-of-the-art lab to provide students with the hands-on training employers demand.

Cybersecurity is the process of protecting networks, computers, programs and data from attack. Such attacks are a growing problem nationwide, as recent news stories about data breaches at some of the nation's largest companies seem to be commonplace.

CSN's program already includes two associate degrees, the only such degrees offered in the Nevada System of Higher Education, as well as a certificate. Thanks in part to the STEM grant, we are expanding that program to include two more associate degrees within the next two years.

The two degrees available now are Network Security and Digital Forensics. There is also a certificate of achievement available in Digital Forensics. Next year, we expect to add a third associate degree option, with a fourth scheduled for the following year.

Our students are instructed in the latest computer hacking techniques because the best way to stop hackers is to know as much about the subject as they do. Much of that training is done in the new lab, on CSN's North Las Vegas Campus. As the world changes, the business community must keep up. CSN will be here to help.

By Dr. Michael Richards, President, College of Southern Nevada, csn.edu



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Welcome New Members!

Welcome to the newest members of the Las Vegas Metro Chamber of Commerce. Please be sure to welcome them at an upcoming event, or check out their business online at LVChamber.com on the member directory.

PRESIDENT'S CLUB

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Majestic Realty - majesticrealty.com

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Members joined from November 15 to December 15, 2016



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"2017 promises to be a year of positive economic growth. At Cox Business, we're excited to launch new products, services, and network enhancements that enable our customers to optimize technology capabilities, positioning their success in this fast paced growth environment. As a Platinum sponsor of Preview 2017, we are committed to the success of the more than 2,000 local professionals attending this year's event. And we are steadfast in our commitment as your technology partner in the thriving Las Vegas business community."

- Derrick R. Hill,
Vice President of Cox Business and Hospitality Network



"How energy companies serve their customers is changing. NV Energy is no exception. Our customers want more than safe, reliable service including lower costs, more renewable resources and energy-saving products and services. We look forward to sharing how NV Energy employees are delivering on those expectations during Preview Las Vegas."

- Paul Caudill,
President and CEO of NV Energy

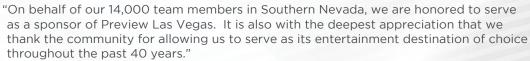




"The Las Vegas Review-Journal is committed to helping businesses succeed in 2017 and beyond through our numerous publications and award winning web offerings as well as our partnerships. We are proud to support Preview Las Vegas as a perfect event to launch another year of growth in the Valley."

- Craig Moon,
President and Publisher of the Las Vegas Review-Journal





- Lori Nelson,
Vice President, Corporate Communications of Station Casinos



"We are proud to have empowered thousands of Southern Nevada entrepreneurs for more than 160 years. That legacy of making business dreams come true continues with our support of Preview Las Vegas 2017."

- Kirk V. Clausen, Nevada Regional President of Wells Fargo





Vegas Young Professionals

Upcoming Events

THURSDAY, JAN.12 VYP FUSION MIXER AT PUBLIC HOUSE INSIDE THE VENETIAN

Kick off the new year with a lot of mingling at our first Fusion Mixer of the year at Public House inside The Venetian. This upscale gastropub is a beer lover's heaven and will get you energized to connect to other young professionals from around Las Vegas.

6:00 - 8:00 p.m.

\$10 - Members

\$15 - Non-Members

Day of event/at the door:

\$15 - Members

\$20 - Non-Members

WEDNESDAY, JAN. 25 BIGWIG LUNCH TIME FEATURING PATRICK HUGHES

Get insights and information from one of Las Vegas' most influential community figures. January's Bigwig is Patrick Hughes, president & CEO of Fremont Street Experience. Before joining Fremont Street Experience, Hughes was vice president and general manager of Cannery Casino.

11:30 a.m. - 1:00 p.m. \$15 - Members only Day of event/at the door: \$20 - Members only

Register for these events at VegasYP.com.



'Tis the season of New Year's resolutions. Regardless of whether we skipped or staggered past the 2016 finish line, we all have an opportunity to set new goals for 2017.

A resolution is like a blueprint in that it gives you a picture of the end goal. The more detailed the resolution, the more likely you'll achieve the end goal, whatever it may be.

Here are my resolutions that may resonate with other Vegas Young Professionals.

1. Move to the next level of your career.

"Next" can mean different things for different people. Whatever it is, start now - it could take longer than the next year to fully accomplish it.

2. Read more.

The most successful people never stop learning. There's a reason why 70 percent of adults in professional or managerial roles continue their education – it's one of the best ways to keep up with industry trends, learn from experts, and get the creative juices flowing.

3. Use your vacation time.

There is a phenomenon out there known as "vacation shaming" - the act of being made to feel guilty about going on vacation by managers,

colleagues, or ourselves. No wonder 47 percent of us feel shame or guilt at work for taking time off – it's mostly because we're afraid it will make us look less dedicated.

4. Ask for help.

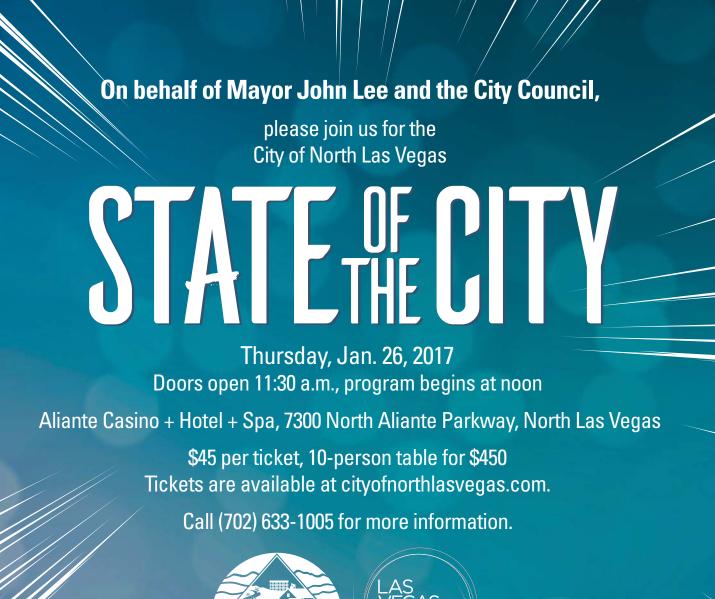
It seems that there's an epidemic of fear when it comes to asking for help at work. Many of us sense that asking questions about an assignment, for example, will make us look like we weren't paying attention, or aren't as smart as our peers thought. But when we don't ask questions, we're actually setting ourselves up for failure, by forcing completion of a task without all of the necessary information.

5. Get to know your colleagues.

Business is the business of people. The better you get to know others and find out ways to relate to and communicate with them, chances are your productivity in the workplace will equally benefit. Take time each week to go out to lunch with one new person or grab a drink after work.

6. Be grateful for what you have.

Some people may have more, maybe much more, but untold numbers were dealt a hand much worse than you can imagine. Always keep that fact in your head the moment you feel a pity party coming on.



The Final Word

DECEMBER ACCOMPLISHMENTS

1

n December, we installed our 2017 Board of Trustees and sent off the year with education and engagement opportunities. Thank you for your support in 2016; we look forward to sharing your successes – and our collective ones as a community – in 2017.

- With more than 600 guests, welcomed the new Board of Trustees, including 2017 Chamber Chairman Bill Noonan, as well as celebrated another great year for the business community at the annual State of the Chamber and Installation Luncheon at The Cosmopolitan of Las Vegas.
- Wrapped up another semester of Chamber University with information on utilizing Snapchat, Procurement 101, and creating a business plan for 2017.
- Partnered with the U.S. Chamber of Commerce for the annual BusinessH2O Water Summit at the Bellagio, focusing on water sustainability and how the business community can work together to shape the future of water.
- Discussed the new marijuana rules and what it means for businesses, customers and employees with Fisher Phillips managing director Mark Ricciardi during the member benefit seminar on legalized marijuana in Nevada.
- Spread social media engagement all month long with the #ChamberCheer campaign, aimed at ensuring Chamber members make the most of their holiday season.
- Released the annual Chamber accomplishments piece download yours today at LVChamber.com to see how your Chamber worked for you in 2016.
- Engaged with Chamber members and education leaders for policy committee meetings, focused on the advantages of community colleges and getting involved with Nevada's charter schools.
- Continued to monitor bill draft requests in advance of the 2017 Legislature. The Metro Chamber is now actively tracking hundreds of bills on behalf of the business community and its members.
- Held the first ever Preview Las Vegas Exhibitor Workshop, where exhibitors and potential exhibitors received need-to-know information and best practices on exhibiting at the upcoming event on January 24. Booths and tickets available at LVChamber.com!





THE COST OF PEDIATRIC HEALTH



4 out of 5 deaths in children under age 5 are caused by infectious, neonatal, or nutritional conditions

10,380 **PER YEAR**

Approximately 10,380 children under the age of 15 will be diagnosed with cancer in 2016.

WITHOUT INSURANCE

5.5% of children under 18 years old don't have health insurance.

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Vaccinate your children. Immunizations save lives.



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PRICE



Save on medications with Nevada Drug Card

% OFF

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DRICE

Savings with Nevada Drug Card

		FICE	FILICE	<i>7</i> 0 O11
Azithromycin 100mg/5ml	15ml(1bottle)	\$40.34	\$31.49	22%
Montelukast 10mg TAB	30qty	\$36.52	\$33.16	9%
Vigamox 0.5%	3ml(1bottle)	\$187.29	\$162.67	13%
APAP/Codeine 120/12mg	5ml(1pack)	\$18.22	\$6.44	65%
Methylphenidate HCL 5mg TA	B 30qty	\$19.90	\$15.27	13%
Mupirocin 2% Cream	15g(1tube)	\$154.82	\$87.05	44%
Dextroamph/Amph 20mgTAB	30qty	\$45.60	\$32.90	28%

*Discounted prices were obtained from Walmart pharmacy in September 2016. Prices vary by pharmacy and region and are subject to change.

For More Information



For more information or to order hard cards, please contact: Suzanne Domoracki suzanne@nevadadrugcard.com



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Join 2,000 business professionals, meet 100+ local business exhibitors, connect with local and state government agencies, and hear from community leaders on what the future holds.

Speaker sessions will include need-to-know business information, economic forecasting and changes coming to the Valley – everything you need to know to be ready for 2017.

TUESDAY, JANUARY 24, 2017

7:00 a.m. – 1:30 p.m. Thomas & Mack Center – Cox Pavilion

> Tickets: \$65 for Chamber Members \$85 for Non-Members

Reserve today at LVChamber.com or by calling 702.641.5822

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JANUARY 2017



THURSDAY, JANUARY 12

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